

Message Text

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PAGE 01 TOKYO 07655 100355Z

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ACTION EA-10

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TO USDOC WASHDC

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UNCLAS TOKYO 7655

FOR OIM/WELCH

E.O. 11652: N/A

TAGS: BEXP, JA

SUBJECT: OCEAN/MARINE INSTRUMENTATION SHOW

REF: (A) USDOC 7052 (B) USDOC 08487 (C) USDOC 08488 (D) TOKYO 7142

1. REFTEL (A) PARA ONE: TOYODA, NISSHO-IWAI, AMETEK STRAZA REP, REVERSED DECISION, DECLINES PARTICIPATE, SINCE SPEED LOG MODEL MRQ 4012C IS OTM PRODUCT AND WILL NOT BENEFIT FROM ADDITIONAL EXPOSURE. AGENT HAS REQUESTED PRINCIPAL PROVIDE NTM MRQ 2036 AND MODEL 500 CTMF SONAR, BUT CLAIMS PRINCIPAL'S PRODUCTION CANNOT MEET SHOW DATES. REQUEST OIM CONTACT COWEN TO SEE IF PRINCIPAL CAN PROVIDE THESE NEW PRODUCTS. ADVISE.

2. REFTEL (A) PARA TWO: TC CAN ARRANGE (1) SUPER EIGHT CONTINUOUS LOOP CARTRIDGE PROJECTOR WITH SELF-CONTAINED SCREEN - YEN 5,000 PER DAY, (2) COLLEGE LEVEL BOOTH ATTENDANT (BI-LINGUAL BUT CANNOT GUARANTEE OCEAN SCIENCE BACKGROUND) - YEN 7,000 PER DAY, AND (3) TWO ADDITIONAL ENLARGED GRAPHICS (80 CM X 80 CM) - YEN 10,000 EACH OR YEN 20,000.

3. REFTEL (A) PARA THREE: EMERSON AND CUMING JAPAN DECLINE DUE SHORTAGE AVAILABLE PERSONNEL.

4. REFTEL (B) PARA ONE: KIMOTO, KIMOTO ELECTRIC, WILL CONTACT SIGNMON DIRECTLY ABOUT INTERFACE PROBLEM. AS SOON AS HE
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RECEIVES SIGNMON'S ASSURANCE RE DISPATCHING ENGINEERS, HE
WILL ARRANGE DOCUMENTS/CONTRIBUTION TC.

5. REFTEL (B) PARA TWO: NAKAHARA, JAPAN SPECTROSCOPIC,
PRESENTLY ATTENDING SHANGHAI EXHIBITION. MOCHIDA, NAKAHARA'S
ASSISTANT, WILL DECIDE NLT JUNE 13. WILL ADVISE.

6. REFTEL(B) PARA THREE: BOTH HIROFUJI, SHINKO SHOJI, AND
NAAKAJIMA, SANKYO INTL, WERE EM ARRASSED BY SCHAEVITZ,
INDIATION THESE TWO JAPANESE FIRMS DISTRIBUTORS. TC DOUBTS
AGREEMENT RE PARTICIPATION BETWEEN THESE TWO FIRMS CAN
BE REACHED, HOWEVER, BOTH WILL DECIDE NLT JUNE 13.

7. REFTEL (B) PARA FOUR: TOYODA, NISSHO-IWAI, BULL AND
ROBERTS REP, DECIDED AGAINST PARTICIPATION UNLESS PRINCIPAL
PAYS FULL CONTRIBUTION.

8. REFTEL (C) PARA ONE: TAKI, YUASA-IONICS, WILL RETURN
OSAKA JUNE 10.

9. REFTEL (C) PARA TWO: J. SUGITA, KAWAMURA AND CO, GENERAL
OCEANICS REP, FAVORS PARTICIPATION. FINAL DECISION DUE
JUNE 13.

10. REFTEL (D) PARA THREE: FUJIMAKI, MARUBUN CORP, HAS
DECIDED PARTICIPATE SUBJECT SHOW AS MULTI-ACCOUNT
REPRESENTING BENTHOS AND OTHER US MANUFACTURERS THIS
LINE.
HODGSON

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NNN

*** Current Handling Restrictions *** n/a

*** Current Classification *** LIMITED OFFICIAL USE

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